

WHAT IS CLAIMED IS:

1. A method of doing business by a home inspection service provider comprising the steps of:

- 5 a) identifying a customer who has already committed to paying for a home inspection by the service provider, which home inspection is limited to a visual inspection of a building of interest to the customer as to determine the physical condition of the building and functioning of its associated major appliances and equipment;
- 10 b) continuing contact with the customer to provide an expanded sales-point time frame for educating the customer in respect of available indoor air quality inspection and assessment services and benefits thereof provided by the service provider and the risks attendant in ignoring indoor air quality;
- 15 c) educating the customer in the expanded sales-point time frame in respect of available indoor air quality inspection and assessment services and benefits thereof provided by the service provider, the risks attendant in ignoring indoor air quality, and the cost-effectiveness of having a home inspection and indoor air quality inspection and assessment done contemporaneously;
- 20 d) providing the customer with the choice of having an indoor air quality inspection and assessment conducted by the service provider contemporaneously with the home inspection of the building of interest;
- e) recording the customer's preference; and,
- 25 f) performing the home inspection and, if in accordance with the customer's preference, also performing, contemporaneously with the home inspection, an indoor air quality inspection and assessment of the building of interest, whereby the source provider may charge a nominal sum acceptable to many purchasers of homes that otherwise would have been too expensive for those purchasers to consider.

2. The method of claim 1 wherein said steps are consecutive.
3. The method of claim 1 wherein said step of continuing contact with the customer is initiated prior to the conducting of the home inspection.
- 5 4. The method of claim 1 wherein said step of continuing contact with the customer is conducted contemporaneously with the conducting of the home inspection.
5. A method of conducting a home inspection business comprising the steps of:
 - 10 a) offering to a customer a first inspection service limited to visual inspection of tangible attributes of a building;
 - b) offering to the same customer a second inspection service including at least visual inspection for physical sources of non-tangible air-borne contaminants in the building;
 - 15 c) providing the first inspection service; and,
 - d) providing the second inspection service contemporaneously in the building with the first inspection service.
6. The method of claim 5 wherein said second inspection service includes steps chosen from the group of steps comprising:
 - 20 a) inspecting landscaping/drainage for possible conditions which may cause moisture or infestation problems,
 - b) inspecting for exterior wall penetrations/damage so as to identify causes of past/present water intrusion and possible hidden moulds,
 - 25 c) testing to detect high moisture levels behind finished walls conducive to mould growth,
 - d) checking venting of furnace and hot water tank for indications of flue gas backflow into the house which may indicate an air imbalance in the home,

- e) reviewing on-site storage for hazardous products, including chemicals, phenols, asbestos and combustibles,
- f) checking for odour to identify organics, phenols, mould/mildew,
- 5 g) checking of windows, basement and attic for mould/mildew including for fungus or other growths, and sampling materials for testing as required,
- h) checking for excess moisture including window condensation, faulty toilet seals, high moisture levels behind tub surrounds,
- i) checking carbon monoxide level,
- j) inspecting for asbestos,
- 10 k) generally checking health issues of the customer so as to correlate the health issues to home IAQ factors.

7. The method of claim 6 wherein said first inspection service includes steps chosen from the group of steps comprising:

- 15 a) determining building type,
- b) determining site condition,
- c) determining weather conditions at time of conducting inspection,
- d) determining site development,
- e) inspecting the exterior of the building,
- 20 f) inspecting the roof of the building,
- g) inspecting any attic of the building,
- h) inspecting any garage of the building,
- i) inspecting any mechanical/ventilation equipment of the building,
- j) inspecting any interior development of the building.

25 8. The method of claim 7 wherein said first and second inspection services are conducted simultaneously and wherein:

- a) said step of inspecting the roof of the building includes inspecting for active leaks, water staining or biological growth,

- b) said step of inspecting any garage of the building includes:
- (i) inspecting for odours and for causes of odours including organic or chemical causes and for visible rot or decay/mould,
 - (ii) inspecting for storage of gasoline, paints, garbage or organics,
- 5 c) said step of inspecting any mechanical heating and ventilating equipment of the building includes inspecting any humidifier for biological fungal build-up,
- d) said step of inspecting any interior development includes:
- (i) inspecting for the presence of cleaning products including of a perfumed or hazardous type,
 - 10 (ii) inspecting for active water leaks, stains or biological fungal build-up,
 - (iii) inspecting windows for water damage or biological fungal build-up.
9. The method of claim 1 wherein said home inspection is a first inspection service and said indoor air quality inspection and assessment is a second inspection service, and
- 15 wherein said second inspection service includes steps chosen from the group of steps comprising:
- a) inspecting landscaping/drainage for possible conditions which may cause moisture or infestation problems,
 - b) inspecting for exterior wall penetrations/damage so as to identify causes of
 - 20 past/present water intrusion and possible hidden moulds,
 - c) testing to detect high moisture levels behind finished walls conducive to mould growth,
 - d) checking venting of furnace and hot water tank for indications of flue gas backflow into the house which may indicate an air imbalance in the home,
 - 25 e) reviewing on-site storage for hazardous products, including chemicals, phenols, asbestos and combustibles,
 - f) checking for odour to identify organics, phenols, mould/mildew,
 - g) checking of windows, basement and attic for mould/mildew including for fungus or other growths, and sampling materials for testing

- h) checking for excess moisture including window condensation, faulty toilet seals, high moisture levels behind tub surrounds,
- i) checking carbon monoxide level
- j) inspecting for asbestos.

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10. The method of claim 9 wherein said first inspection service includes steps chosen from the group of steps comprising:

- a) determining building type,
- 10 b) determining site condition,
- c) determining weather conditions at time of conducting inspection,
- d) determining site development,
- e) inspecting the exterior of the building,
- f) inspecting the roof of the building,
- 15 g) inspecting any attic of the building,
- h) inspecting any garage of the building,
- i) inspecting any mechanical/ventilation equipment of the building,
- j) inspecting any interior development of the building.

20 11. The method of claim 10 wherein said first and second inspection services are conducted simultaneously and wherein:

- a) said step of inspecting the roof of the building includes inspecting for active leaks, water staining or biological growth,
- b) said step of inspecting any garage of the building includes:
 - 25 (i) inspecting for odours and for causes of odours including organic or chemical causes and for visible rot or decay/mould,
 - (ii) inspecting for storage of gasoline, paints, garbage or organics,
- c) said step of inspecting any mechanical equipment of the building includes inspecting any humidifier for biological fungal build-up,

- d) said step of inspecting any interior development includes:
- (i) inspecting for the presence of cleaning products including of a perfumed or hazardous type,
 - (ii) inspecting for active water leaks, stains or biological fungal build-up,
 - (iii) inspecting windows for water damage or biological fungal build-up.

12. The method of claim 5 wherein said steps are consecutive.

13. The method of claim 5 wherein said step of offering to the same customer a second inspection service is prior to said step of providing the first inspection service.

14. The method of claim 5 wherein said step of offering to the same customer a second inspection service is contemporaneously with the step of providing the first inspection service.